

# Opera Mundi **EUROPE**

A WEEKLY REPORT ON THE ECONOMY OF THE COMMON MARKET

## CONTENTS

COMMENT One Europe and One Germany

VIEWPOINT Conducting the Kennedy Round:  
A Time for Decisions  
by  
W. Michael Blumenthal, Geneva

### THE WEEK IN THE COMMUNITY

October 31 - November 6, 1966.

#### COMMON MARKET:

The Trouble with Europe - Tracing Symptoms Page 1  
Austrian Problems Page 3

#### EURATOM:

Solving the "Plutonium Puzzle" Page 4

### EUROFLASH: *Business penetration across Europe*

contents Page A

index Page U

November 10, 1966.

No 382

# *Opera Mundi* **EUROPE**

**A WEEKLY REPORT ON THE ECONOMY OF THE COMMON MARKET**

PUBLISHED ON BEHALF OF OPERA MUNDI BY EUROPEAN INTELLIGENCE LIMITED  
GENERAL BUILDINGS ROYAL TUNBRIDGE WELLS KENT TEL. 25202/4 TELEX 95114

## **OPERA MUNDI EUROPE**

100 Avenue Raymond Poincaré - PARIS 16e  
TEL: KLE 54-12 34-21 - CCP PARIS 3235-50

EDITOR & PUBLISHER... PAUL WINKLER  
EXECUTIVE EDITOR... CHARLES RONSAC  
MANAGING EDITOR.... ANDRE GIRAUD

### **SWITZERLAND**

54 Rue Vermont GENEVA  
TEL: 33 7693

### **ITALY**

72 Corso di Porta Romana MILAN  
TEL: 540.301 - 540.309

### **BENELUX**

4 Boulevard Anspach BRUSSELS  
TEL: 18-01-93

o

### **SUBSCRIPTION RATES**

U.K. EIRE AND STERLING AREA £75 ONE YEAR £40 SIX MONTHS

U.S.A. AND CANADA \$250 ONE YEAR \$135 SIX MONTHS INCLUDING AIRMAIL

OTHER COUNTRIES AT LOCAL EQUIVALENT OF U.K. RATES

© EUROPEAN INTELLIGENCE LTD.

Printed and Published by EUROPEAN INTELLIGENCE LIMITED  
at General Buildings, Royal Tunbridge Wells, Kent, England

## COMMENT

## A Letter from Paris

## ONE EUROPE AND ONE GERMANY

The German problem, which has seen its ups and downs in the last twenty years, has come to the fore again. Whatever the outcome of the Bonn crisis, caused by the resignation of the liberal ministers over some secondary financial squabble, Chancellor Erhard's position has been weakened. Six months after another sensational resignation, that of Erhard's closest and most loyal aide, Ludwig Westrick, Adenauer's successor finds himself opposed by a coalition, not only of the Liberals, and of course the socialist Opposition, but also of his opponents and rivals within the ranks of the Christian Democrats. Here, the chief protagonists are Herr Strauss, a former minister and leader of the powerful Bavarian CSU, and Rainer Barzel, the young president of the parliamentary group of the CDU.

The real germ of the crisis lies in the uncertainty, at times bewilderment, which exists in Germany regarding her position in Europe and the world. The detente in Soviet-American animosity (despite the Vietnam War), the NATO crisis, the slowing-down of integration in Europe, and the distinctly cool attitude France and Germany are now taking towards one another, aggravated, some Germans claim, by the Chancellor's lack of imagination, have reduced the Federal Republic to a state where it knows neither where it is nor where it is going. The most recent blow was struck by General de Gaulle when, at his last press conference, in the middle of a full-scale ministerial crisis, he accused Bonn of draining all substance from the Franco-German agreement, by dint of the "preferential links it was contracting and constantly developing with Washington".

This was the atmosphere prevailing when, on October 28 and 29, the Eighteenth Round Table on European Problems was held in Hamburg, with Marquis Cittadini-Cesi, former assistant OECD general secretary in the chair. This proved to be of especially topical interest, as the theme was "The Position of Germany in Europe Today". Elder statesmen, parliamentarians, diplomats, businessmen and journalists from Germany, France, Italy, the Netherlands, Belgium and Britain exchanged ideas in a debate where the name of Germany, in these last months of 1966 was repeatedly linked with words like uncertainty, disillusion, bitterness, frustration and isolation. As is usual, the main part of the debate revolved around a problem generally presented as a dilemma or choice: European unity and German unity. Should the unification of Europe contribute to or be sought regardless of the reunification of Germany? Are the two goals now, and perhaps for all time, incompatible?

"Always in our thoughts, never on our lips" was the French attitude to the Alsace-Lorraine question after the war of 1870. Herr Von Merkatz, the former CD minister, reversed the old adage when he referred to reunification as being "always on our lips, never in our thoughts". Germany, dogged by the issue, may perhaps



still some illusions, even though the solution depends on the USSR. There was a time when the latter might have conceded free reunification in return for an Austrian-type declaration of neutrality: this would obviously call for Germany's withdrawal from every Western alliance and community. She did not seize this opportunity, and now, when one sees how far some Communist states are shrinking from Moscow, hankering after independence, one may well ask whether the USSR does not prefer to maintain the status quo - partition, that is - to the existence of a great neutral mass, or even of a formidable, 80 million strong, German Communist state.

The Russians, Poles and Czechs, however, are not alone in their opposition to the idea of reunification: despite repeated proclamations (and there are not so many of those, these days) from Western leaders, there is no reason to believe that there is any great enthusiasm for German unity (of population, potential and drive), and her restoration as a top European power, in Paris, London, Brussels and The Hague. Francois Mauriac's famous quip, "I love Germans so much that I prefer having two Germanies" expresses a sentiment that, if not eternal, is nonetheless still much in evidence 20 years after the end of the War. Are the Germans the only people who share their politicians' illusions? In Hamburg, Lord Gladwyn rightly recalled that "After all, Germany has been divided for very long periods in the past without any apparent disastrous effects". Be that as it may, should we be willing to reunify Germany, we obviously could not do so as long as the USSR is not in favour, or at least goes on laying down terms unacceptable to the Western World, including Germany.

To ponder on what would have become of Germany, had not the Phoenix of European integration risen from the ashes of war, is an interesting but academic exercise. But it is a concrete fact that Europe, as an economic reality and a political ideal, was and is West Germany's big chance. In the main fields of human activity, she has transformed herself and taken a great leap forward, thanks mainly to her membership of the Common Market. This is not just a matter of economics, and the Italian deputy Mario Pedini, one of the Round Table rapporteurs was quite right to speak of the "German democratic miracle". "Now that Germany has re-assured Europe, it is time for Europe to re-assure Germany", according to the French economist Pierre Uri, and this is where the curtain rises on the next act of the German drama.

There is not a shadow of doubt that public opinion in Germany pins its hopes - as on a dream - upon European integration in the way it was conceived by the "founding fathers" of the movement: a record level of 60% of the population so inclined was recorded in the most recent poll. But as this dream fades in the harsh light of facts, leaders in Bonn seem to be placing immediately national interests above those of the Community as a whole. There is, at the same time, a growing German sense of frustration, that stems from the contrast between an economic and commercial power - the greatest in Europe - and the sheer impotence of Federal Germany in the sphere of world politics. As long as Europe exists both as a political and an economic force, there is little likelihood of Germany being tempted to take the initiative and at last evolve her own foreign policy

Whilst it is true, as Professor Leo Hamon says, that the Germans were the "profiteers of the Cold War", it is no less true to say, as the journalist Roger Massip does, that they are now the "playthings of the thaw". Partly under the influence of the Chinese threat, never since 1945 have the Americans and Russians been so keen to see eye to eye. The only real stumbling-block that remains is the war in Vietnam. What worries the Germans is the possibility that once that war is over there will be a direct USA - USSR pact. If Europe exists then, strong and united, and enlarged by the integration of Britain, there is nothing to fear, but what if things go the other way? In the long run, only the success, the development and the expansion of the EEC can console Federal Germany for the continued division of the nation. It is perhaps this side of the matter that has received insufficient attention from Paris. Not only that: if much capital is made of independence from the USA, and France and others pursue policies that drive Germany more and more into the arms of America, it is all the more likely to be a bad thing now that the USA is the only major power which still cherishes any illusions about German reunification.

Thus, as far as Germany is concerned, Europe is the only straw she can grasp - and, beside the three world giants, the USA, the USSR and China, this Europe can no longer get by without Britain. Germans and Britons in Hamburg were agreed on this, and it is interesting to see that both Conservative and Labour speakers in the debate thought that, provided there were interim measures for British agriculture and special arrangements for New Zealand, their country was ready to accede to all the provisions of the Treaty of Rome, a hint in advance of Harold Wilson's declaration of intent. Moreover, Eastern European countries, impressed by what the Common Market has achieved, are turning their eyes more and more towards Europe. Diplomats and businessman, meeting in Hamburg, have returned from trips to Bucharest and Budapest with the impression that people there were much taken with the Common Market, even to the extent of considering sending study teams to Brussels.

The show of independence towards the USSR in most of the Communist states of late has created a new situation for West Germany which merits her consideration and reaction. It is no coincidence that the East German regime remains the most Stalinesque: in a Communist world where development is in full spate, this is the only region that cannot oppose the USSR as a nation. It is at once, perhaps, West Germany's tragedy and her great opportunity that she is looked upon as a nation by the Western World, while the other half of the country is not, either by the West or the East. The one good reason why the people of Germany, and those of Western Europe in general, should endeavour to "grin and bear it", is the pattern of change that has spread across the Communist world in recent years.

Germany has a way of speeding up this process in Eastern Europe: not only should she finally renounce all ambitions of getting her own nuclear weapons, but she should recognise the Oder-Neisse frontier as M. Paul-Henri Spaak suggests. It was Lord Gladwyn again who recalled that "German frontiers have always been changing and have never remained very long in one place. Even Bismarck's frontiers last

less than fifty years". This obviously would not suffice to win concessions from the USSR, but some initial progress might be made through such a move if it were accompanied by such gestures as technical talks between the Bonn and Pankow governments, as the overture to the "economic association" proposed by Herbert Wehner, vice-president of the SPD, and seconded by Erich Mende, president of the Liberal Party. It is not unreasonable to hope that such a contribution to the rapprochement of East and West and to the freeing of the Communist World might lead to some new and welcome faces appearing at the head of the East German regime: it might also precipitate changes there which would pave the way towards the two Germanies re-opening their frontiers, which is the only way in which men, ideas and goods can circulate freely. Another idea connected with this, put forward in Hamburg by Henri Brugmans, Rector of the European College in Bruges, was that the EEC Commission should be asked to define a common commercial policy for the Eastern Countries, such that they would be constrained to "recognise" the Common Market.

What it all adds up to is that, with the mechanism of East-West relations at present ticking over, Germany and Europe are in a time for choosing between the dream of a single state restored and, through freedom of contact, the peaceful co-existence of two groups working under different systems, embracing two Germanies which, according to Pierre Uri's scheme, would both "guarantee the detente, East and West alike". At community level, the whole thing could be made to work more easily by the fact that neither the EEC nor Comecon would consider trade between the two Germanies to be international.

The prior condition to all this, however, is that European integration should continue, and that Germany should still be urged to participate in it. This further implies that Germany, despite Adenauer's opinion to the contrary in 1950, should resign herself to the idea that European integration and German reunification are not compatible. If this is a slight overstatement, the fact remains that the two objectives cannot be pursued simultaneously, and reunification will only be possible, one day, when the international situation has changed, and when it is brought about by a united Europe. But maybe Rector Brugmans was the one nearest the truth when he said that, in a world where the dimensions of the state are yielding before the dimensions of blocs, "It matters little whether Germany comprises one, two or even more states, provided that law and justice reign in all of them".

## THE WEEK IN THE COMMUNITY

October 31 - November 6, 1966

From our Correspondents in Brussels and Luxembourg

## THE COMMON MARKET

## The Trouble with Europe - Tracing Symptoms

General de Gaulle's press conference, Harold Wilson's statement to the Commons, Ludwig Erhard's problems - all these and other recent events have once again brought politics into the foreground of European news. They have also increased the feeling of unease in many circles, here in Brussels, about the future of the Community. At the same time the depressing diagnosis of more than one observer may be referring to the wrong patient. On closer examination, it would appear that apart from a certain drowsiness, the Community is not basically, all that unhealthy.

At the moment no spectacular decisions are being taken and "historic turning-points" are a bit of a rarity but this does not mean that the engines have stopped. In fact the Community institutions are snowed under with work. Obviously it would be easier if the Europe-makers were helped on by a stronger political push but even then they would find it difficult to finish the job. The Commission, the permanent representatives, and the various groups and joint committees are all working flat out. And the fact that no immediate and weighty tangible results are forthcoming at present is not necessarily unusual. First of all the EEC has to digest the summer agreements, particularly in the agricultural sector. Then it has to work out the various measures for ensuring the "balanced development" of the Community which the Six have outlined in principle (fiscal harmonisation, social policy, European company, etc.) Finally it has to deal with the various dossiers on external relations. All this means a considerable amount of assimilation and preparation, both qualitatively and quantitatively, and though the value of these efforts may not be immediately apparent, there is no denying that they have a value.

At the same time, no-one can say that Community interest is completely lacking in the only area where there is real urgency, that is, the Kennedy Round. There are still some basic decisions to be taken, it is true, on some of the offers to be made by the Six in Geneva, but a strict time-table has been drawn up. So the Community's sole negotiator, Jean Rey, has not been quietly hamstrung. Also in these negotiations the "European front" seems to be solidly united. The somewhat minatory statement made recently by Ambassador Blumenthal in Brussels, on the gloomy future facing the Kennedy Round if the EEC does not offer some more generous concessions, has provoked only a limited reaction on the French side. The justice of these American complaints is debatable; the more so in the light of speculation that the American representatives in Geneva are going to adduce the limitations of their special powers to avoid concessions on quasi-tariff barriers like the American Selling Price system. On the other



hand France's partners were more than pleased when the French government gave the go-ahead to the Kennedy Round a couple of weeks ago. It is of course possible that this gesture was based on the feeling that the GATT negotiations will only produce fairly limited results. But it is also considered to have been inspired by General de Gaulle's genuine wish to define his position against traditional French protectionist attitudes and this is more encouraging.

So, in fact, the Community is not doomed as an independent entity. It still has enough potential energy and fuel to get off the ground in style. It now remains to be seen when the opportunity will turn up and when it does, if the EEC still has enough power left to use it. Under present circumstances, a breathing-space is fairly normal, or at any rate is not fatal. At the same time it should not last too long. However, the way things are going, or to be more precise, the way the governments are not going, the danger of a touch of muscular stiffness turning gradually into complete paralysis cannot be disregarded.

In this respect, recent events have more than confirmed the lack of mobility on the part of governments, who are the real sick men of Europe through their lack of enterprise and imagination:

1) The statements made during his press conference on October 28th by General de Gaulle contained no concrete opening, no fresh impetus for mobility but reaffirmed, in admittedly plain terms, his already often expounded ideas on Europe. Even though the President of the Republic was forced to admit the increasing need for political union (a statement with which no intelligent person would argue) it would be difficult to call this a "relaunching" while the Fouchet Plan is still firmly invoked and the question is considered in a general manner, which spares neither the Americans - to say the least - nor the leaders of West Germany. Besides, when the problem of the merger of the Community executives or the renewal of their members' mandates is raised, Paris remains in favour of the status quo, and finds it just that little bit easier because her partners appear to be as immobile as she is. There was not the slightest gesture made towards solving this problem, although it would not be very difficult and would do everyone a great deal of good. To sum up briefly, the latest pronouncements from the Elysee Palace have not helped to resolve the situation, on the contrary, they were received in the other EEC capitals with an attitude amounting almost to indifference.

2) For months now, if not for longer, the immobility of Chancellor Erhard has saddened the whole Community. The crisis which has arisen in Bonn will not change the position, at least not in the immediate future. In Community circles it is felt that the crisis will not be settled in a few days and that, apart from a grand coalition (considered unlikely), it is doubtful whether the next Federal government will be any more dynamic than its predecessor. A governmental crisis has occurred once more in the Netherlands, and it will probably have to be resolved by early elections. This means that two of the Six - and not two unimportant members - are paralysed for some time to come.

3) The bout of lethargy which has hit the Six seems to be contagious. It would be too much to call either the recent EFTA talks in Lisbon or the inch-by-inch progress

of the Wilson Government towards the Common Market enterprising. No doubt the lack of initiative which is affecting the governments of the EEC is not calculated to encourage boldness amongst non-member countries, and one cannot deny that there has been a considerable change in Whitehall's attitude. But London's approach and that of her partners is much too wary and not sufficiently political to raise any hopes of it providing a salutary shock to those in the capitals of Little Europe.

\* \* \*

### Austrian Problems

The Austrian Vice Chancellor, Fritz Bock, visited Brussels last week to find out how the negotiations for Austria's EEC association were going. He pressed his Belgian and Community colleagues to speed matters up, but even in Vienna there are few illusions about the chances of reaching a decisive stage in the negotiations before the end of the year. During the EFTA Council meeting in Lisbon, the Austrian delegation informed all its partners that it would act in accordance with them in abolishing all relevant customs duties on January 1st, 1967. As it is virtually certain that an Austria associated with the Common Market would apply the Common External Tariff to all third countries including EFTA members, the Lisbon decision may well have something to do with the slowness of the Brussels talks.

Apart from difficulties over the South Tyrol, political problems are not the only thing holding up progress in the negotiations. One can even say that the Six are very understanding over Austria's position and in general are willing to be extremely flexible in their demands. But they cannot go too far, for fear of creating a precedent which other less worthy neutrals might try and use to their own benefit. Furthermore, if they are too generous, it might seriously affect the functioning of the proposed association, as we shall now see.

Let us look first at trade in agricultural products. Because of the existence of the common agricultural policy, the free movement of agricultural products between the two partners presupposes that Austria will adopt this policy. But the problem is not whether Vienna will adopt the policy in its entirety or in a slightly modified form: it lies in the way the Six's agricultural regulations are applied. The administration of the common agricultural policy calls for day-to-day decisions, immediately applicable in all member countries. This is possible amongst the Six because they have delegated their sovereignty in this sphere to Community institutions. But this transfer of sovereignty is not possible in the case of an associate member, especially if it is a neutral country. A purely technical necessity (a common agricultural policy is impossible without rapid decisions) is thus faced by a cumbersome legal obstacle - the requirement that the associate member should keep its freedom of action, and this also applies to the EEC: the latter cannot allow the power in question to paralyse the application of the Community's agricultural policy. Some circles amongst the Six have questioned whether it would not be better to postpone the harmonisation of agricultural policies for the time being, if not cancel it

all together, and replace it with a wider system of preferential treatment for agricultural products agreed on a bilateral basis between Austria and the Six.

Italy is opposed to this easy way out, unless some restrictions on industrial products are introduced at the same time. On this question, the Italians seem more concerned than their partners about the problems caused by Austrian trading relations with the countries of Eastern Europe. The Six are conscious of the fact that for political reasons such trade must be allowed to continue after Vienna's association, because if it is not there is a strong risk of a Soviet veto. All the same, as soon as one tries to apply this principle to concrete cases, numerous difficulties arise. This is especially true for trade, which might be re-routed, and the risks in this case are greater for Italy than for her partners. It is permissible to ask whether this might not be overcome by the adoption of a common commercial policy. No doubt this would entail another transfer of sovereignty which Paris in particular would find distasteful. But surely this had to be faced, in order to make the common agricultural policy technically viable in the first place.

\* \* \*

## EURATOM

### Solving the "Plutonium Puzzle"

For the past few days, acting on instructions from the Council, the permanent representatives of the Six have been at pains to find a solution to the "Plutonium Puzzle", which is holding up the adoption of Euratom's 1967 research budget, and could even force a crisis which the Atomic Community can ill afford. The American authorities caused the upset by deciding to stop leasing plutonium for the Community fast reactor programme, and start selling it to the Euratom Supply Agency. This meant that the \$4 million credits budgeted against this item were insufficient - another \$5.6 million were needed. France and Germany, the two countries most concerned, however, saved the situation with a compromise: each will make an advance of \$2.8 million to Euratom funds. This sum was forwarded by Bonn immediately, and no further conditions were laid down, while in Paris it was decided that the money should be found under other items included in the fast reactor programme linking France with Euratom.

Unfortunately, this demand makes it necessary to revise the five-year research programme, which in turn calls for what in recent months has come to look like rather a mythical thing - a unanimous vote from the Six. To add to the Commission's discomfiture, American plutonium arrived at the Community Centre in Karlsruhe for conversion into fuel elements, and it was virtually prejudging the issue to decide whether or not to refuse delivery of it to the French. In the end, there was a September delivery of 23 kilos of plutonium to the French Cadarache reactor, and the executive resorted to calling this a "trial transfer" as opposed to a normal delivery. But the Dutch and Italians were not fooled by this ploy for one moment, and immediately raised a hue and cry.

The Commission duly pacified the parties in question, but, came the end of October, it was once again faced with the need to make a further delivery. This time it hedged by saying that the whole problem stemmed from a misunderstanding over the interpretation of the financial compromise reached by the permanent representatives, and it called upon the Council to make its position clear. This being the only time such a situation had arisen, the French delegation asserted that it was strictly the Commission's business, and had nothing to do with the ministers. Their reason for taking such a stand is easily explained: Paris is quite ready to discuss the financial implications of the problem, but means to keep this question quite separate from that of the delivery of plutonium to Cadarache. To transfer the responsibility for a decision to the Council would be to absolve the Commission of its responsibility for deliveries. In the end, France had to concede the point, but on condition that a solution be found within ten days (just the amount of time it would take Karlsruhe to finish making a new set of uranium fuel elements).

This happy coincidence was not the only case of playing for time. The Italians had raised their voices as loud as anyone in protest against the French, but they too are trying to gain a point or two about fast reactors: they have squashed their "Raptus" project (formally incorporated in the Community programme), and demanded that it should be replaced by the PEC project (a test reactor for fuels). The Commission recently gave this new scheme the go-ahead, but it too requires unanimous agreement from the Six, not least because it calls for an increase in the forecast budget. France has been opposed to the PEC project from the outset, but it looks as though, after a fair amount of haggling, she may prove rather more tractable in the long run.

What complicates the issue as a whole is the fact that none of the Six will countenance the granting of extra credits for the fast reactor budget without there being corresponding cuts in other parts of the programme. Obviously, those who will get the worst of the deal (this could be the Netherlands) are not going to yield without a struggle, especially if France tries to use the arrangement as a way of getting others to foot the bill for the increased price of plutonium. As far as France is concerned, however, it would be no easy matter to make an advance to Euratom: the transaction should be made during the third (1968-72) research programme, and the French Government is not at all disposed to a commitment of this sort.

## Page

- D ADVERTISING** France: GEO. J. SMITH (CONTINENTAL), London (advertising and marketing consultants) opens branch in Paris. Germany: COLLETS DICKENSON PEARCE, London, and the German advertising agency BERND ROHRBACH, Frankfurt, form joint company in Frankfurt. Italy: The Italian brewing group BIRRA WUEHRER, Brescia, raises its capital and forms Milan advertising agency.
- D AUTOMOBILES** France: The German automobile group BMW opens Strasbourg sales branch. Germany: The German motor company DAIMLER-BENZ re-groups its engine-building interests within MAYBACH MERCEDES BENZ MOTORENBAU, Friedrichshafen. Netherlands: VAN DOORNE'S, Eindhoven, forms new company to make touring-coaches, etc.
- E BUILDING & CIVIL ENGINEERING** Belgium: The French civil engineering group ROUTIERE COLAS takes 50% in similar Belgian firm ARBOROUTE. France: The Dutch company VAN SCHAIK, Delft, forms a French company (carpentry contracts). Germany: The German manufacturer HAACKE ALGOSTADT (insulating materials, prefabricated sections) is now owned 70% by the Swiss company DATWYLER HOLDING. Netherlands: NV VLISBO, Utrecht - sales subsidiary of SHV, Utrecht - takes 30% in NV BETONMORTEL CENTRALE R. VOGEL, Amsterdam.
- F CHEMICALS** France: PROCTER & GAMBLE will take large holding in ETS COTELLE & FOUCHER, Issy-les-Moulineaux (detergents) through its French subsidiary. Germany: PROCTER & GAMBLE, Cincinnati, Ohio, re-groups its German interests round its Frankfurt subsidiary.
- G COSMETICS** Italy: The Swiss firm CORIOLANUS and the Italian TESTANERA form CONVOY COSMETICS, Florence (cosmetic chemicals). USA: The American chemical group THE BORDEN CO negotiates take-over of JEAN PATOU INC, New York (subsidiary of JEAN PATOU PARFUMEUR, Paris).
- G ELECTRICAL ENGINEERING** France: The German battery makers VARTA AG buy 10% in French battery firm, BAROCLEM. Germany: The Swedish company HELSING-BORGS FRYSHUS (refrigeration equipment) forms German sales company.
- H ELECTRONICS** France: The American MEMOREX CORP (tapes, etc. for computers) forms Paris subsidiary. Germany: The Japanese company NIPPON GAKKI (pumps, etc.) forms Hamburg sales subsidiary. Italy: GENERAL INSTRUMENT CORP, Newark, New Jersey, buys PIRELLI APPLICAZIONI ELETTRONICHE, Naples, outright. Netherlands: The Swiss holding company of the German HERAEUS group forms Dutch subsidiary (temperature and measurement apparatus, etc.).
- I ENGINEERING & METAL** Belgium: The Paris mechanical group STEIN & ROUBAIX takes direct 25% share in the RAMTITE CO-EUROP, Jupille, Belgium (heating and refrigeration equipment etc.). France: The French engineering groups SFAC, Paris, and ETS NEYRPIC, Grenoble, form joint paper

## Page

engineering subsidiary. Germany: Under an agreement between the Frankfurt subsidiary of CINCINNATI MILLING MACHINE CO and BERLINER HANDELSGES, Berlin, the American company will take large share in the latter's 85% subsidiary MSO (machine-tools). Italy: The American FOXBORO CO (instruments, etc.) forms Milan subsidiary. The American TRANE CO (heating, ventilation, etc.) forms research and development company in Italy. Netherlands: KEMPER & VAN TWIST DIESEL, Dordrecht becomes Dutch agent for gas turbine installations made by RUSTON & HORNBLY, Lincoln, England. The London group HALL-THERMOTANK (air-conditioning etc. for ships) sells its 25% in HALL-THERMOTANK (NEDERLAND) INHAM to INHAM, The Hague, which now owns 100%. VICON NV, Nieuw-Vennep, is formed to take over the machine-tool and machinery business of LANDBOUWWERKTUIGEN- & MACHINEFABRIEK H. VISSERS, which has been dissolved. The Dutch group GRASSO'S KON MACHINE-FABRIEKEN and its subsidiary NAMI, Nijmegen form concern to take over its compressed air business. The Dutch ship-building concern WERF CONRAD & STORK-HIJSCH and I.H.C.-HOLLAND form I.H.C.-BEAVER to make and sell pistons. German interests form METAAL-INDUSTRIE HARDENBERG, Hardenberg to trade in metals. Switzerland: AIR REDUCTION CO, New York, and the Swiss MASCHINENFABRIK BUERCKHARDT form CRYOSTAR, Basle to make and sell refrigerators.

## L FINANCE

Italy: The New York brokers WADDEL & REED form Italian firm through Bermuda subsidiary. Netherlands: NV SLAVENBURG'S BANK, Rotterdam, gains control of the trust company R.M. AKKERMAN, Eindhoven. Rhodesia: The NETHERLANDS BANK OF SOUTH AFRICA, Johannesburg, forms bank in Rhodesia.

## L FOOD &amp; DRINK

France: The French frozen fish firm PECHE & FROID absorbs its affiliate RENE BEAURAIN, Boulogne. Two further moves in the reorganisation of the French wine industry concern MARGNAT, Marseilles and STE DES VINS DE FRANCE, and ETS NICOLAS and the chain group PRIMISTERE. Germany: REEMTSMA, Hamburg is the main shareholder in BRAU AG, Frankfurt formed by the merger of two Nuremberg breweries. Netherlands: Five main Common Market co-operatives form "EURO-COOP", Utrecht to run biscuit factory on their behalf.

## N INSURANCE

Netherlands: ASSURANTIE MIJ "DE ZEVEN PROVINCIE" (insurance and reinsurance) buys up RESIDENTIE ASSURANTIE MIJN, The Hague which has become an investment company.

## O OIL, GAS &amp; PETROCHEMICALS

France: French local authorities form civil company SEPREL, Paris to study use of super-tankers for oil supplies to France. Germany: ESSO AG, Hamburg forms new 98% German subsidiary. Eight German companies form DEMINEX, Düsseldorf for overseas oil-prospecting. Netherlands: A number of Dutch companies and groups form NED

November 10, 1966.

C

MATERIEL MIJ VOOR ZEEMIJNBOUW to build rigs etc for gas and oil-prospecting in the North Sea.

- P PLASTICS Belgium: The American plastics firm SAMUEL MOORE (flex, tubes, linkages for control equipment) forms Brussels subsidiary. Italy: The German floor and wall coverings firm DEUTSCHE-LINOLEUM doubles the capital of its Milan subsidiary DLW ITALIA. Netherlands: ILLINOIS TOOL WORKS, Chicago and THOMASSEN & DRIJVER, Deventer will form two joint subsidiaries for processing plastics.
- Q PRINTING & PUBLISHING Italy: ANLAGEN IMMOBILIEN- & HANDELS-ANSTALT, Liechtenstein forms second Italian firm, this time to publish and sell books etc.
- Q SHIPBUILDING Netherlands: SCHEEPSWERF "DE DONGE", Raamsdenkveer is formed to build and repair ships and sell accessories for shipbuilding and engineering.
- Q TEXTILES Netherlands: Three Dutch textile firms merge their manufacturing activities (fabrics and synthetic fibres) to form NEDERLANDSE TEXTIEL COMBINATIE, Tilburg. The Dutch textile firm F.W. HULSHOFF POL & CO forms subsidiary at Hengelo (wools and fabrics).
- R TRADE France: BANQUE DE PARIS & DES PAYS-BAS and the ANGLO-AMERICAN CORP OF SOUTH AFRICA, Johannesburg form Paris import-export company. Italy: UNICENA, Amsterdam (holding company of the chain-store group C. & A. BRENNINKMEIJER, Amsterdam) forms SpA MONDIAL ITALIANA, Milan (exports of fabrics, clothes, etc).
- R TRANSPORT Netherlands: The Swiss holding company ROI SHAW, Zug takes 50% in RAMP ENGINEERING NEDERLAND, Amsterdam (all-services transport agency).
- S VARIOUS Belgium: SALAMANDER AG, Kornwestheim (footwear) opens Brussels branch for its French subsidiary. PUBLICATIONS PHOTO-CINEMA PAUL MONTEL, Paris opens Brussels branch. Germany: The American toy manufacturer MATTEL INC forms Common Market manufacturing and sales subsidiary. NUCLEAR CHICAGO CORP, Illinois forms German subsidiary. Netherlands: UNITED SHOE MACHINERY CORP, Boston, USA (machinery and equipment for the leather and footwear industries) takes 33.3% interest in Dutch leather firm.

ADVERTISING
-------------

\*\* Under an expansion programme representing an investment of several thousand million Lire, the Italian brewing group BIRRA WUEHRER SpA, Brescia (see No 345) has raised its capital from Lire 808 million to 1,515 million and formed an advertising agency in Milan, MARKA Srl (capital Lire 3 million). Dr Francesco Wührer, president of SpA BIRRA WUEHRER SUD, Naples, is also president of the new firm. Birra Wührer Sud was formed recently in association with REVIS HOLDING AG, Zurich to co-ordinate the production of the installations at Olmo, Rome with that of the new unit at Battipaglia, Naples, whose total production should reach full output by 1967 with 150,000 hectolitres a year. This will mean an investment of around 1,000 million Lire.

The Wührer group was formed in 1829 and is the oldest Italian brewery; its consolidated turnover is more than Lire 6,000 million with an annual output of around 600,000 hectolitres and more than a thousand employees. Its beers are sold under the trade-marks of "Wührer" and "Birra Leone". It has subsidiaries in Rome, Florence, Sancipriano, Po which like the one in Naples are directly controlled by PIETRO WUEHRER SpA, Brescia.

\*\* The advertising and marketing consultancy firm GEO. J. SMITH & CO (CONTINENTAL) LTD, London has opened a branch in Paris, with M. Henri Sztarkmann as director and Mr Frank True as president. The British company has £3,000 capital.

\*\* By way of backing up its co-operation with the West German advertising agency BERND ROHRBACH MARKETING & WERBUNG, Frankfurt the London company COLLETS DICKENSON PEARCE & PARTNERS LTD has formed COLLETT DICKENSON, PEARCE & PARTNER GmbH in Frankfurt (capital DM 20,000), to be managed by MM F. McCone and B. Rohrbach. The British company recently formed a subsidiary in Paris COLLETT DICKENSON PEARCE SA (see No 376).

AUTOMOBILES
-------------

\*\* The German motor company DAIMLER-BENZ AG, Stuttgart-Untertürkheim has regrouped its engine building interests within MAYBACH MERCEDES BENZ MOTORENBAU GmbH, Friedrichshafen (capital DM 20 million). The latter has been formed by the merger of Daimler-Benz's wholly-owned subsidiary MERCEDES BENZ MOTORENBAU GmbH (capital 100,000) with MAYBACH MOTORENBAU GmbH, Friedrichshafen (capital DM 12 million). The latter, which in fact absorbed Mercedes Benz Motorenbau, is a direct 71% of INDUSTRIE MOTORENBAU GmbH, Stuttgart (a 100% administrative subsidiary of Daimler-Benz): the other shareholders of Maybach Motorenbau are the heirs of Professor Karl Maybach (16%) and the Von Brandenstein-Zeppelin family. The new company, which results from cooperation begun in the 19th century between GOTTFRIED DAIMLER and WILHELM MAYBACH, will employ 4,500 people.

Daimler-Benz (linked with the FLICK and QUANDT groups for 38% and 14% respectively), is strengthening its links with VOLKSWAGENWERK AG, Wolfsburg, the first phase of which has been the formation of a joint subsidiary, DEUTSCHE AUTOMOBIL GmbH, Hanover (capital DM 5 million - see No 372).



\*\* The German automobile group BMW-BAYERISCHE MOTOREN WERKE AG, Munich, has opened a branch in Brumath, Strasbourg to centralise its sales activities in France, where it hopes to sell 5,000 vehicles in 1966 (3,900 in 1965).

The group is also preparing to set up a new sales centre in the USA (New Jersey), and recently had a share in forming BMW (AUSTRALIA) PTY LTD, Melbourne (see No 381).

\*\* VAN DOORNE'S PERSONENAUTOFABRIEK DAF NV, Eindhoven, has now been set up (see No 337) with a capital of Fl 150 million (and not Fl 90 million as originally decided) to build, sell and repair touring-coaches, public transport vehicles, car accessories, etc. Its president is Dr. Hubertus Josephus Van Doorne, president of the parent company DAF-VAN DOORNE'S AUTOMOBIELSFABRIEKEN NV, Eindhoven (see No 358). The remainder of the Board includes Dr. A. C. J. Rottier, president of the state-run enterprise STAATS-MIJNEN IN LIMBOURG, Heerlen, Limburg (see No 371) which bought a 25% share in DAF in 1965 (previously wholly-owned by the van Doorne family).

Through its interest, via Staatsmijnen, in the DAF group, the Dutch State has been able to include it in its policy for developing the southern region of the country affected by the closure of several coal-mines. Consequently the group's new factory has been installed at Born, Limburg, where it covers an area of 100 hectares. It is equipped with for high-speed painting and varnishing line, and will represent an investment of Fl 45 million when it comes into operation in 1968. It will have an output of 200 touring vehicles a day.

#### BUILDING & CIVIL ENGINEERING

\*\* The French civil engineering group STE ROUTIERE COLAS SA, Paris (see No 367) has taken a 50% shareholding in a similar Belgian firm ARBORROUTE NV, Zoutleeuw, which is increasing its capital from Bf 4 to Bf 10 million. It has bought a direct 17.50% interest for itself, and the remainder through its subsidiaries TRAVAUX & PRODUITS ROUTIERS Sarl, Paris (16.25%) and STE COLAS DE MONACO SA, Monte Carlo (16.25%).

The French company is linked with the ROYAL DUTCH SHELL and WORMS & CIE groups and is one of the country's main civil engineering concerns, producing a wide range of bituminous emulsions, anti-skid coatings and bituminous concrete. It has a capital of Ff 27.9 million, and employs almost 6,000 people. Its main foreign interests are in Italy, STRADALE EDILE & MANUTENZIONI, Cagliari; Spain, TRABIT SA, Madrid; Switzerland, COLAS SA, Vernier; Canada, MODERN PAVING LTD and FABI LTD, Sheerbrook; and in and in French-speaking Africa (Algeria, Tunisia, Morocco, Senegal, Ivory Coast, Dahomey and Guinea).

\*\* The Dutch company TECHNISCHE HANDELSONDERNEMING VAN SCHAIK NV, Delft, has formed VAN SCHAIK VIGIER EN CIE Sarl, Nanterre, Hauts-de-Seine (capital Ff 60,000) under the management of M. Jan Van Schaik to handle contracts for carpentry and thatching.

\*\* NV VLISBO, Utrecht, a wholly-owned sales subsidiary of SHV-STEEN-KOLEN-HANDELSVEREENIGING NV, Utrecht (see No 377), has taken 30% in forming NV BETONMORTEL CENTRALE R. VOGEL for concrete at Nieuwendam-Amsterdam (capital Fl 1 million).

\*\* The German manufacturer of insulating materials and prefabricated sections, HAACKE ALGOSTADT & CO KG, Altencelle über Celle, which has been entirely owned by the Haacke family, is now owned 70% by the Swiss company DATWYLER HOLDING AG, Altdorf, Uri. The latter has thus gained indirect control of another firm in the sector, ALGORAMIK ELEMENTBAU GmbH, Altencelle (capital DM 600,000) whose turnover rose to DM 14 million in 1965.

The Swiss company (capital Sf 7 million) already has interests in Germany in the compounded cork panel concern DELMENHORSTER PRESSKORKWERKE F. KUENZER & CO KG, Delmonhorst. In Switzerland it controls DATWYLER AG SCHWEIZERISCHE KABLE-, GUMMI- & KUNSTOFFWERKE, Altdorf (capital Sf 2 million: cables, rubber and industrial plastics), which has affiliates of its own, FABRIK FÜR FIRESTONE PRODUKTE AG, Pratteln, Basle (capital Sf 4 million) - in association with the FIRESTONE TIRE AND RUBBER CO group, Akron, Ohio (see No 370) - and STAHLROHR AG, Rothrist, Aargau (capital Sf 2.5 million).

### CHEMICALS

\*\* Subject to approval by the relevant State authorities, agreement has been reached between ETS COTELLE & FOUCHER SA, Issy-les-Moulineaux, Hauts-de-Seine and PROCTER & GAMBLE CO (see below) under which the latter, through PROCTER & GAMBLE FRANCE SA, will take a large interest in the former. The French company (capital Ff 29 million) has previously been negotiating a similar move with the Dutch group UNILEVER NV, and it has a turnover of more than Ff 200 million in the domestic detergent and cleansing market: its products are "Jael La Croix" (eau de javel - bleaching water) "Mir" and "Rex" liquid detergents, "Crio", "Mir" and "Comete" washing powders, and it has eight factories (four in the Paris region). In September 1964, it took over STE ARLESIENNE DE PRODUITS CHIMIQUES SA (capital Ff 690,000) Arles, Bouches-du-Rhone and ARAR SA, Nancy (capital Ff 168,000). Its numerous foreign interests include: ALCAMIR SpA, Milan (100%) GRADA PRODUCTEN NV, Amsterdam (80%), STE LUXEMBOURGEOISE DES PRODUITS ALACROIX SA, Mamer, Luxembourg (93.5%), whose name has been changed to COTELLE & FOUCHER LUXEMBOURG SA, and STE CHERIFIENNE DES ETS COTELLE & FOUCHER SA, Casablanca and STE TUNISIENNE COTELLE & FOUCHER SA, Tunis.

The American group increased the capital of its French subsidiary to Ff 20 million in 1964. The latter has factories at Clichy, Hauts-de-Seine and Marseilles and markets "Bonux", "Tide" and "Dash" washing powders, "Spic" cleansing powder, and it also makes "Camay" and "Monsavon" toilet soaps in the branch it took over from L'OREAL SA, Paris (directly in 1961 and indirectly in 1963 - see No 250).

\*\* PROCTER & GAMBLE CO, Cincinnati, Ohio, (detergents, cosmetics, household goods and foodstuffs) has regrouped its West German interests around PROCTER & GAMBLE GmbH, Frankfurt (factory at Worms): this was formed in 1960 (capital DM 2 million) and became the group's only subsidiary in West Germany after absorbing REI-WERKE AG, Boppard. The latter specialises in fine soaps, and came under the group's control at the end of 1965 (see No 330).

In 1965 the group achieved a turnover of \$2,050 million. Its other Common Market subsidiaries are PROCTER & GAMBLE SA, Paris; PROCTER & GAMBLE ITALIA SpA, Rome; PROCTER & GAMBLE BENELUX SA and PROCTER & GAMBLE EUROPEAN TECHNICAL CENTER SA, Brussels.

**COSMETICS**

\*\* The American chemical group THE BORDEN CO, New York has negotiated the takeover of JEAN PATOU INC, New York, a subsidiary of JEAN PATOU PARFUMEUR SA, Paris for whom it distributes toilet-waters and perfumes ("Joy", "Caline" and "Moment Supreme") in the USA, Canada, Mexico and Puerto Rico. In return, the French company will get about 1% in the American. Jean Patou Parfumeur (president Mme Madeleine Barbas) is a sister firm of the French fashion house JEAN-PATOU COUTURE SA.

The American group (1965 turnover \$1,385 million) has several European subsidiaries: BORDEN CHEMICAL CO (FRANCE) SA, Fecamp, Seine Maritime (branch in Paris); THE BORDEN CO HOLLAND NV, Amersfoort; THE BORDEN CO A/S, Denmark; GALLINA BLANCA SA, Spain; and in Britain: THE BORDEN CHEMICAL CO (UK) LTD, Southampton (formerly LEICESTER, LOVELL & CO LTD) which controls BARDENS (BURY) LTD and E.W. EDWARD SON & CO (WARE) LTD.

\*\* The Swiss firm CORIOLANUS AG, Binningen, Basle and the Italian TES-TANERA SpA, Florence have joined up (75-25) to form CONVOY COSMETICS Srl, Florence (capital Lire 280,000). The directors of the new firm are Messrs H. Bachmann and G. Vasconi and it will be concerned with all aspects of the cosmetic chemical industry.

The Swiss holding company which recently raised its capital from Sf 600,000 to Sf 800,000, has the German industrialist Jeinz Bibrach as one of its directors.

**ELECTRICAL ENGINEERING**

\*\* The Swedish company HELSINGBORGS FRYSHUS A/B, Helsingborg (making equipment for refrigeration and deep-freezing foods) has increased its sales network in West Germany by forming FRIGOSCANDIA KAELETETECHNIK GmbH at Duisburg (capital DM 50,000). The latter is managed by Herr Hans Linholm, who occupies a similar position in the group's other West German subsidiary FRIGOROPA TIEFKUEHLUNG GmbH, Duisburg (branch at Gross Gerau; capital DM 1 million - see No 308).

The Swedish company is a member of the group TRELLEBORG AENGFARTYGS A/B. Trelleborg, and has a number of foreign subsidiaries: FRIGOSCANDIA SA, Paris (formed in March 1966 in association with FRIGOSCANDIA A/S, Helsingborg - see No 347); UNIFROST A/S, Copenhagen; in Britain FRIGOSCANDIA LTD, NORTHERN COLD STORAGE (LONDON) LTD and NORTHERN COLD STORAGE (GRIMSBY) LTD, and in the USA FRIGOSCANDIA INC, Towson, Maryland.

\*\* The leading German battery manufacturer, VARTA AG, Frankfurt (see No 355) has increased its industrial penetration of France (where it already has PERTRIX FRANCE SA, Levallois-Perret, Hauts-de-Seine) by buying 10% in BAROCLEM SA, Courbevoie, Hauts-de-Seine. This company (capital Ff 6 million) covers about 15% of the French market in car-batteries. Its president is M. Jean Barrault and it employs some 300 workers at its plant in Grand-Quevilly, Seine Maritime.

The German company is part of the QUANDT group and in 1965 had a consolidated turnover of around DM 850 million mainly through its three industrial subsidiaries VARTA GmbH, Hagen, VARTA GmbH HANNOVER, Hanover and VARTA PERTRIX-UNION, Ellwangen,

Jagst. Its main holdings in the Common Market are: Belgium, LA PILE LUMINA BELGE SA, ETS VERGAERT SA and L'ACCUMULATEUR ETANCHE SA (all in Brussels); Netherlands, NV BATAAFSCHE ACCU FABRIEK, Rotterdam; Italy, FABBRICA ACCUMULATORI-SAFA, Milan and Naples, and FABBRICA ITALIANA PILE ELETTRICHE "Z", Moncalieri. In pharmaceuticals, it also has interest in several European concerns (see mainly No 333) through BYR-GULDEN LOMBERG CHEMISCHE FABRIK GmbH, Konstanz.

## ELECTRONICS

\*\* After deciding to join up with PIRELLI SpA group of Milan (see No 377) when it formed PAE-PIRELLI APPLICAZIONI ELETTRONICHE SpA, Naples in 1962, and then changing its mind, GENERAL INSTRUMENT CORP, Newark, New Jersey has now bought this concern outright and thus gained a foothold in the Italian market. PAE recently reorganised its capital by first of all increasing it from Lire 1 to 500 million, then reducing it to 10 million and finally raising it to 3,000 million after taking over Srl ELCIV-ELETTRONICA CIVILE ING. PARENTI, Milan.

Within the Common Market the American company already has a manufacturing and sales subsidiary GENERAL INSTRUMENT FRANCE SA (capital raised to Ff 100,000; machinery, apparatus and components for the electronics, nuclear power, radio, TV and electrical industries).

\*\* HERAEUS GmbH, Zug, the Swiss holding company of the German group W. C. HERAEUS GmbH, Hanau, Main (see No 376), has formed a Dutch subsidiary HERAEUS-PYROTHERM DRIEBERGEN NV, Driebergen, Rijsenburg (capital Fl 200,000), which is to assemble temperature and measurement apparatus and market technical equipment. Since 1963 it has had a 52% Amsterdam subsidiary, HERAEUS-TECHNESSEN NV.

In the last six years the German group has made its "Hochvakuum" department a pilot establishment for vacuum processes and it recently made it an independent company with the name HERAEUS HOCHVAKUUM GmbH, Hanau (capital DM 5 million). In addition to this it has for some time now been strengthening its links with CARL ZEISS, Oberkochen, Württemberg (see No 379) and has thus taken an active interest in the technical cooperation agreement for electronic welding made by this company with HAMILTON STANDARD, Windsor Locks, Connecticut - a division of UNITED AIRCRAFT CORP, East Hartford, Connecticut (see No 364). This alliance led to the formation of a New York joint subsidiary, HAMILTON ELECTRONA CORP, to sell electronic apparatus made in the USA under the ZEISS licence. Further to the Zeiss/Heraeus link-up, Heraeus's glass-making subsidiary ZEISS, JENAER GLASWERK SCHOTT & GEN, Mainz (see No 329) took 25% in the quartz glass concern HERAEUS QUARZSCHMELZE GmbH, Hanau, which thus became HERAEUS-SCHOTT QUARZSCHMELZE GmbH. Also formed jointly (for sales) was HERAEUS QUARZSCHMELZE GmbH, Hanau (capital DM 20,000).

\*\* MEMOREX CORP, Santa Clara, California (magnetic tapes, memory and recording equipment for computers) has formed MEMOREX Sarl, Paris (capital Ff 10,000; managers, M. Bertrand Beaugonin and Mr D. James Guzy).

The latter occupies the same position in MEMOREX GmbH (capital DM 20,000) and he is a director of MEMOREX SA, recently formed at St-Josse-ten-Noode, Brussels (see No 377). The American group also owns MEMOREX PRECISION PRODUCTS LTD, Maidenhead, Berkshire.

\*\* The Japanese company NIPPON GAKKI CO LTD, Hamamatsu, (pianos, electric organs, etc.) has formed a sales subsidiary in Hamburg, which it calls YAMAHA EUROPA (capital DM 400,000). The new company is managed by Messrs. Shozo Arai, Tomio Naitoh and H. J. Bischoff.

The parent company is a member of the YAMAHA group, whose best known subsidiary is YAMAHA MOTOR CO LTD, Hamamatsu, which employs some 2,000 people in the production of mopeds (50 to 250 c.c.) and outboard motors. For two years its West German representative has been MITSUI & CO GmbH, Düsseldorf (of the Tokyo MITSUI & CO group - see No 349).

ENGINEERING & METAL
---------------------

\*\* KEMPER & VAN TWIST DIESEL NV, Dordrecht (importer of, and agent for civil engineering plant, diesel engines, etc.) has made an agreement with the British company RUSTON & HORNSBY LTD, Lincoln, whereby it will represent it for its gas turbine installations in the Netherlands. Kemper & Van Twist recently obtained similar rights from the Canadian company ROBIN-NODWELL MANUFACTURING LTD, Calgary, Alberta (see No 362), which it now represents for agricultural material in the Common Market.

A £21 million bid for the Lincoln company was recently made by THE ENGLISH ELECTRIC CO LTD, London, which thus showed its express intention of becoming established in the diesel engine sector.

\*\* The London group HALL-THERMOTANK LTD (air conditioning, refrigeration, ventilation, etc. for ships - see No 241) has made over its 25% interest in HALL-THERMOTANK (NEDERLAND) INHAM NV to the holder of the remaining 75%, INHAM-INTERNATIONALE NAUTISCHE HANDELMIJ NV, The Hague. The latter is directed by Mr. A. Beydals, and is about to make a Fl 500,000 increase in the capital of its new wholly-owned subsidiary.

\*\* Early this year (see No 362) it was decided that a joint subsidiary should be formed in order to regroup the paper engineering activities of S.F.A.C.-STE DES FORGES & ATELIERS DU CREUSOT SA, Paris (SCHNEIDER SA group) and those of ETS NEYRPIC SA, Grenoble. A new subsidiary has now been formed at Grenoble, and is called NEYRPIC-BMB SA: it has Ff 1 million capital and M. Jean Louis Devoisselle as president. It will co-ordinate the special work done by its two parent companies in their respective works at Nantes and Grenoble. Ets Neyrpic's main shareholder (with 30.65%) is STE GENERALE DE CONSTRUCTIONS ELECTRIQUES & MECANQUES ALSTHOM SA, Paris.

\*\* VICON NV has been formed at Nieuw-Venep (capital Fl 1 million) to take over the machine-tool and agricultural machinery making business of LANDBOUWERKTUIGEN- & MACHINEFABRIEK H. VISSERS NV, Nieuw-Venep, which has been dissolved. At the beginning of 1965, this company formed, again in the Netherlands, an almost wholly-owned manufacturing subsidiary called VICON-ZEELAND NV, Goes (capital Fl 500,000). It also had a large shareholding in VICON BELGE NV, Brussels (capital Bf 300,000).

\*\* The Dutch group GRASSO'S KON MACHINEFABRIEKEN NV, 's-Hertogenbosch (see No 298) intends to make a wider distinction between its industrial refrigeration business and the compressed air concern it operates through its subsidiary GRASSO PERSLUCHT NV, Rotterdam. It intends to form, in association with its wholly-owned subsidiary NAMI-NATIONALE APPARATEN & MACHINE-INDUSTRIE NV, Nijmegen, a concern called NV GRASSO-NAMI (directed by Mr. P. H. C. van Heijst - an engineer - and W. Th. Jekel) which, from January 1, 1967, will take over the industrial and sales organisation - both nationally and internationally - of a "Compression Techniques" Department.

This operation is part of a programme to reorganise the structure of the group, which has already separated the purely productive side (carried out in the factories at 's-Hertogenbosch, Nijmegen and Apeldoorn) from the firm's installation activities. These have now been given over to the subsidiary NV GRESCO-GRASSO ENGINEERING & CONTRACTING, The Hague, (formerly NV TECHNISCH BUREAU KOBACH, Rotterdam) which now specialises in refrigeration techniques and engineering and consequently has absorbed the MINKS KOELTECHNISCHE INDUSTRIE NV, Leeuwarden, Division. This further division of tasks within the group has had repercussions in a number of other countries: the German subsidiary GRASSO MASCHINEN-GmbH, Mülheim, Ruhr (president the Dutch businessman Hans Schwalbach Jun.) will now distribute the company's refrigeration equipment in Germany.

\*\* Under an agreement signed in Germany between COUSINEAU & MEYER GmbH, Frankfurt - a subsidiary of CINCINNATI MILLING MACHINE CO, Cincinnati, Ohio (see No 337) - and BERLINER HANDELSGESELLSCHAFT, Berlin (see No 370), the American group will take a large shareholding in MSO-MASCHINEN- & SCHLEIFMITTEL WERKE AG, Offenbach, Main (see No 292), an 85% subsidiary of the Berlin company. MSO specialises in the manufacture of machine-tools (sharpening and milling) and employs some 1,400 workers in its factories at Rheinfelden, Offenbach and Oberkirch, Baden. It has DM 5 million capital, and had a sales figure of around DM 47 million in 1965. In 1964 it sold its controlling interest in HERBERT LINDNER GmbH & CO KG, FABRIK FUER WERKZEUGMASCHINEN ZUR FEINSTBERARBEITUNG, Berlin to MASCHINENFABRIK DIEDESHEIM GmbH, Diedesheim, Necharel, but retained a wholly-owned subsidiary HORFIX SCHLEIFWERKZEUGE GmbH, Frankfurt (milling and grinding tools).

The American group is well-known for its grinding-tools and accessories for the electrical, chemical and precision engineering industries, and had a turnover of \$200 million in 1965. In Germany, it owns 50% (through CARLISLE CHEMICAL WORKS INC., Reading, Ohio) in DEUTSCHE ADVANCE PRODUKTION GmbH, Marienberg, Bensheim (in association with VEREINIGTE ULTRAMARINFABRIEKEN AG, Laustern, Kr Bergstrasse, which owns the remaining 50%). Its other Common Market interests are CINCINNATI ITALIA Srl, Milan (see No 327), CINCINNATI CHOMIENNE SA, Villeurbanne, Rhone and CINCINNATI NEDERLAND NV, Vlaardingen.

\*\* THE FOXBORO CO, Foxboro, Massachusetts, which makes instruments and apparatus, has formed an almost wholly-owned subsidiary in Milan, with Mr. A. H. Isaac as president (capital Lire 3 million, which can be raised to Lire 100 million by the decision of the board). The new firm is to make, market, import and export tools and materials for measuring and control equipment. The parent company has made over a token shareholding in the new company to its Soest subsidiary, FOXBORO (NEDERLAND) NV.

**\*\*** The Paris mechanical group STEIN & ROUBAIX SA has taken a direct 25% share in the Belgian company making heating and refrigeration equipment, refractory and insulating materials etc: THE RAMTITE CO-EUROP SA, Jupille, which has just doubled its capital to Bf 6 million. This company was formed in December 1963 as the equally-owned subsidiary of THE S. OBERMAYER CORP, Chicago, Illinois (which still owns 50%) and PISES SPECIAUX & MONOBLOCS PLASTIQUES SA (based at Bressoux-Liege on the premises of the French group's main Belgian subsidiary, SA BELGE STEIN & ROUBAIX.

Stein & Roubaix (see No 380) is affiliated to COMBUSTION ENGINEERING INC, New York (see No 357). It has many direct and indirect foreign interests: STEIN & ROUBAIX GmbH, Düsseldorf; FORNI STEIN SpA, Italy; STEIN ATKINSON STORDY LTD, Richmond, London; STEIN & ROUBAIX ESPANOLA SA, Bilbao and COMBUSTION-STEIN-ASTILLEROS SA, Madrid (see No 331).

**\*\*** The Dutch shipbuilding NV WERF CONRAD & STORK-HIJSCH, Haarlem has formed NV I.H.C.-BEAVER 50-50 with I.H.C.-HOLLAND-INDUSTRIEELE HANDELS-COMBINATIE HOLLAND NV, The Hague to make and sell pistons under the "I.H.C.-Beaver", "Master", and "King" trade-marks as well as consoles for composing presses. The new company is directed by Messrs G.G. Biezeno and A.J.C. Bax who are respectively directors of the parent company in Haarlem and of NV SCHEEPSBOUWWERF & MACHINEFABRIEK "DE KLOP", Sliedrecht (see No 279), a member of the I.H.C. group, adjacent to whose premises the new firm is situated. Its administrative staff includes Mr W. Van Belen, who is on the Board of I.H.C. and Baron Van Slingelandt, a director of VER MACHINEFABRIEKEN NV STORK-WERKSPoor (V.M.F.), The Hague (see No 278), whose subsidiary CONRAD & STORK recently extended its materials handling department (especially for containers).

The Haarlem company also controls the shipbuilding and engineering concerns VER-SCHURE & CO'S SCHEEPSWERF & MACHINEFABRIEK NV, Amsterdam (see No 316) and NV WERK GUSTO v/h FIRMA A.F. SMULDERS, Schiedam (see No 348), as well as the sales consortium HOLLAND CRANES, Apeldoorn whose export sales are handled by I.H.C.

**\*\*** TRANE CO, La Crosse, Wisconsin (heating, ventilation, refrigeration, air conditioning and sound proofing - see No 355) has formed Srl TRANE ITALIA NORD in Milan for research and development, and construction of its equipment in Italy. 10% of the new company's Lire 5 million capital is directly held by the group's Swiss investment subsidiary, TRANE SA, Fribourg, while the remaining 90% is in the hands of two of the directors of the new company, Messrs. Luigi and Giorgio Grandi, Milan.

The American company also has a subsidiary in France, TRANE SA, Paris (formerly CEMAT-CIE EUROPEENNE DE MATERIELS THERMIQUES SA - factory at Golbey, Vosges) and several research centres in Western Germany. In Brussels it controls TRANE BELGIQUE SA, whose managing director, M. Vincent G. Duque, is also a director of the new Milan company.

**\*\*** METAALINDUSTRIE HARDENBERG NV has just been formed at Hardenberg in the Netherlands with Fl 1 million capital to trade in metals. This is a German-backed venture, with interests taken as follows: G. Gast, Nuremberg-Worzeldorf - 65.1%; F. Gast, Recklinghausen - 14.5%; P. Buttkeireit, Wuppertal-Barmen - 10.2%, and M.A. Swarts, Wesep - 10.2%.

\*\* AIR REDUCTION CO INC, New York has joined up with the Swiss company MASCHINENFABRIK BUERCKHARDT AG, Basle in forming CRYOSTAR KG, Pratteln, Basle (capital Sf 1 million). This firm will make and sell very low-temperature refrigerating machines both for Europe and the Middle East.

The Swiss company (capital Sf 2 million) produces a wide range of compressors, vacuum pumps, condensers, etc and is represented in France by the Paris firm COMPO-VACUA SA. The American parent firm is mainly concerned with producing industrial, chemical, medical and anaesthetic gases etc. It employs some 13,000 workers in the USA and has two Common Market sales subsidiaries: NV AIRCO CONTINENTAL SA, Antwerp (see No 299) and PITTSBURGH METALLURGICAL GmbH, Cologne (see No 362).

### FINANCE

\*\* NV SLAVENBURG'S BANK, Rotterdam (see No 344) - which controls several finance and banking firms including BANKIERS-KANTOOR F.H. VAN DE WIEL NV, The Hague (see No 325) - has also gained control of the trust company R.M. AKKERMAN NV, Eindhoven, as the first stage in taking this company over completely.

\*\* The South African merchant bank NETHERLANDS BANK OF SOUTH AFRICA LTD, Johannesburg (capital Rands 8 million) has formed NETHERLAND BANK OF RHODESIA LTD, at Salisbury in Rhodesia: it retains 100% control of the new firm.

The South African bank, whose local subsidiary is NETHERLANDS FINANCE AND INVESTMENT CO, and which has agents in London and New York, is linked by crossed shareholdings with NEDERLANDSE OVERZEE BANK NV, Amsterdam (see No 351) in which it holds 15%, whilst the latter holds 25% interest in it (reduced from 49% in 1964).

\*\* The New York broking firm WADDEL & REED INC, through its Bermuda subsidiary WADDEL & REED INTERNATIONAL LTD, Hamilton, has made another opening for itself in the Common Market by forming WADDEL & REED INTERNATIONAL ITALIANA SpA, Rome (directors Messrs Fred Oppenheimer, G. Waddel and S. Matussi). The American firm already had a stake in the Six with two agencies in Germany, in Hamburg and Berlin (see No 331).

### FOOD & DRINK

\*\* The French company PECHE & FROID SA, Boulogne-sur-Mer, Pas de Calais, which preserves, salts, packs and sells fish, has absorbed its affiliated company RENE BEAURAIN & CIE SA, Boulogne (capital Ff 600,000), and thus raised its own capital to Ff 6 million.

Peché & Froid itself has been 10% linked with CIE INDUSTRIELLE & FINANCIERE DES ATELIERS & CHANTIERS DE LA LOIRE SA, Paris, since 1964 (see No 254). Its president is the ship-owner, Jean Delpierre. In Paris it has a subsidiary, CIE INTERNATIONALE DES PRODUITS SURGELES Sarl, which was formed in January 1964, 50-50 with the Chicago BOOTH FISHERIES CORP (through its Paris subsidiary, BOOTH FISHERIES EUROPE Sarl). Since then, the latter has become a division of the Chicago CONSOLIDATED FOODS CORP (see No 346).



\*\* The H. F. & PH. F. REEMTSMA GmbH & CO KG group, Hamburg (see No 375) is the main shareholder (with 40%) in BRAU AG, Frankfurt, a brewing firm with DM 8.5 million capital formed by the merger in June 1966 (see No 364) of the Nuremberg breweries BRAUHAUS NUERNBERG J. G. REIF AG and FREIHERRLICH VON TUCHTER'SCHE BRAUEREI AG. The new company has a productive capacity of around 600,000 hectolitres a year. Its other shareholders are the foundation, FREIHERRLICH VON TUCHTER'SCHE VERWALTUNG-SAMT, Nuremberg (around 12%), BAYERISCHE STAATSBANK (see No 373) and BAYERISCHE VEREINSBANK, Munich (see No 361), with about 10%.

The Reemtsma group, which is mainly concerned with tobacco and cigarettes (mainly through the manufacturing company REEMTSMA CIGARETTENFABRIKEN GmbH, Hamburg) has wide interests in the drinks sector. In 1965 (see No 325) it bought a shareholding in the brewing group HENNINGER BRAU KGaA, Frankfurt (which is widely represented both in Germany and abroad). More recently (see No 364) it had a share in forming VEREINIGTE DEUTSCH-FRANZOESISCHE SEKTKELLEREIEN GmbH, Neustadt über Weinstrasse with the French group MAISON MOET & CHANDON SA, Epernay, Marne.

\*\* The regrouping of the main French table-wine merchants which began with the supply agreement signed by DMS-DISTRIBUTION DE MARQUES SELECTIONNEES SA, Paris, (of the Paris group CDC-CIE GENERALE DES PRODUITS DUBONNET-CINZANO-BYRRH SA) and ANC. MAISON GERBAUG, VINS DU POSTILLON, A.M.G.R., COMBASTET & CIE Snc, Narbonne, Aude, has been followed by two further moves: the result will be that within a comparatively short time there will only be one firm in this sector retaining its original status. This is VINS DES ROCHERS SA, Paris (capital Ff 12 million) which has an output of 700,000 hectolitres a year.

The first move is centred round the MARGNAT SA group of Marseilles (see No 378): first of all this group's commercial assets (including handling equipment) will be combined with those of STE DES VINS DE FRANCE SA, Marseilles (see No 326) and LES GRANDS VINS SELECTIONNEES "GEVEOR" SA, Paris (see No 280) under a subsidiary now being formed. The Geveor wine-making installations at Bercy, Paris will be scrapped, and all bottling will be done by Margnat in Marseilles and Bordeaux and by Vins de France at Pantin, Paris and Lyons. The new company will represent a distribution capacity of 3,250,000 hectolitres a year. This will increase to 3,370,000 when at a later stage CAVES SEQUANAISES SA, Paris, ("Vins Picardy" brand) will also contribute its assets. This first stage will eventually lead to the new company being absorbed by the Margnat SA group.

The latter (formerly MARGNAT FRERES Sarl) has a capital of Ff 10,008,000, and is owned 25.6% by C.F.A.O.-CIE FRANCAISE DE L'AFRIQUE OCCIDENTALE SA, Paris, with which it has several joint holdings. These include ETS VALETTE SA, Saint-Ouen, Seine-St-Denis, and STE DE DISTRIBUTION MODERNE-SODIM PARIS Sarl, Paris in France, and others in Africa. It also has subsidiaries and vineyards in Antwerp (MARGNAT SA), Hamburg and Tarragona. Ste des Vins de France (Cremieux group) is the result of the merger which occurred in late 1965 between the company of the same name in Lyons, LES VINS KIRAVI SA, Pantin, Seine-St-Denis, and STE D'APPROVISIONNEMENTS VINICOLES "SAPVIN" SA, Marseilles. The current move will not affect its management of its majority shareholding in BARTISSOL SA, Banyuls-sur-Mer, Pyrenees Orientales - which has a sales subsidiary in Düsseldorf, BARTISSOL GmbH WEIN & SPIRITUOSEN-IMPORT & VERTRIEB (see No 257) - and its wholesale wine-trading department. Its foreign interests are in "EUROPE VINS" WIJNHANDEL NV, Amsterdam, STE

DES VINS DE FRANCE LTD, Ipswich and a branch at Kiel. Geveor sells more than 600,000 hectolitres a year, and has a subsidiary in Corsica, LES COTEAUX DE CAMPO-QUERCIO, Campo-Quercio.

The second operation will involve ETS NICOLAS SA, Charenton-le-Pont, Val-de-Marne (see No 366) and the chain group PRIMISTERE SA, Paris, (capital Ff 6.4 million) which will start off by co-ordinating their price policies and reorganising their sales networks to eliminate duplication of labour. The former (capital Ff 10.5 million) has more than 400 branches in the Paris area, and 1,200 provincial agents. It has signed agreements with another chain-store group, ETS DELHAIZE FRERES & CIE "LE LION" SA, Brussels (see No 348) to take care of Belgian sales. Nicolas also has a London subsidiary (51%), NICOLAS-GRANTS LTD in common with ALLIED BREWERIES LTD.

\*\* Five of the main retail co-operative societies in the Common Market have linked up in Utrecht to form "EURO-CO-OP" NV, which is to run a biscuit factory on their behalf. The concerns are "CO-OP NEDERLAND" -CO-OPERATIEVE VEREENIGING U.A. CENTRALE DER NEDERLANDSE VERBRUIKSCO-OPERAITES, Rotterdam (see No 317), which has made available its factories in the Utrecht area; S.G.C.-STE GENERALE CO-OPERATIVE, Brussels, S.G.C.C.-STE GENERALE DE CO-OPERATIVE DE CONSOMMATION, Paris (see No 296), which recently took an interest in PATES ALIMENTAIRES BERTRAND & CIE Sarl, Lyons; A.I.C.C.-ALEANZA ITALIANA DELLE CO-OPERATIVE DI CONSUMO, Milan, and G.E.G.-GROSSEINKAUFGES. DEUTSCHER KONSUMGENOSSENSCHAFTEN, Hamburg (see No 306).

The latter recently bought up three textiles warehouses at Salzgitter-Lebenstedt, Lüneburg and Eckernförde. It is a member of the distribution chain, CORSOLADENBETRIEBS GmbH, Hamburg, and has, since 1965, been linked with Z.D.K.-ZENTRAL VERBAND DEUTSCHER KONSUMGENOSSENSCHAFTEN NV in the Hamburg building company CO-OP IMMOBILIEN AG (capital DM 2 million), and in CO-OP IMMOBILIEN-FONDS-VERWALTUNG AG, Hamburg, (capital DM 1 million - held 28%, 20% and 50% by G.E.C., Z.D.K., and BfG-BANK FUER GEMEINWIRTSCHAFT AG, Frankfurt, respectively: - see No 379). For its part, "Co-Op Nederland", in association with its Pension Fund BEDRIJFS-PENSIONFONDS VOOR DE VERBRUIKSCO-OPERATIES, Utrecht, controls a Rotterdam grain and fodder storage and trading concern, CO-OP SILO NV (capital Fl 2 million).

#### INSURANCE

\*\* The general insurance and reinsurance company ASSURANTIE MIJ. "DE ZEVEN PROVINCIE" NV has acquired all the assets and debts of R.A.M.-RESIDENTIE ASSURANTIE MIJ NV, The Hague (premiums worth Fl 6 million in 1966), which has become an investment company.

"DE ZEVEN PROVINCIE" has a number of subsidiaries and interests in the Netherlands and abroad, including NV COMMERCIAL COMPUTER CENTRUM, The Hague (capital Fl 250,000), which buys and leases electronic equipment, office, and accounting equipment, etc. It has branches covering the Common Market, EFTA, Africa and Australia.

## OIL, GAS &amp; PETROCHEMICALS

\*\* A large number of Dutch companies and groups belonging to the ship-building, engineering, electrical, banking and insurance sectors have joined forces to form NED. MATERIEEL MIJ. VOOR ZEEMIJBOUW NV (capital Fl 44 million - 10% paid-up) which will build drilling rigs and equipment for gas and oil prospecting in the North Sea. Similar arrangements were made when "STICHTING NORDZEE MIJBOUW" (North Sea Drilling Foundation) was formed.

The main shareholders in the new concern are: 1) SCHEEPSBOUWBELANGEN NV, the Hague, (13.6%), a group which in 1965 formed an engineering company INGENIERSBUREAU NOORDZEE NV, the Hague where it is associated with the eight firms responsible for its own foundation; VAN DER GIESSEN-DE NOORD NV, Kimpem, NV WERF GUSTO v/h FIRMA A.F. SLULDERS, Schiedam, NV KON MIJ. "DE SCHELDE", Vlissingen, DOK- & WERF-MIJ. WILTON-FIJENOORD NV, Schiedam, DE ROTTERDAMISCHE DROOGDOK MIJ.NV., Rotterdam, NED.DOK- & SCHEEPSBOUWMIJ. NV, Amsterdam, J. & K. SMIT'S SCHEEPSWERVEN NV, Kinderdijk and MASCHINENFABRIEK & SCHEEPSWERF VAN P. SMIT Jr NV. 2) AANEMINGS-MIJ. VOOR WERKEN BUITENGAATS NV (12.5%). 3) V.M.F.-VERENIGDE MACHINEFABRIEKEN NV, the Hague (1.1%). 4) several heavy engineering firms holding a total of 2.2%: NV HOLLANDSE CONSTRUCTIEWERKENPLAATSEN- H.C.W., Leyden (see No 363), F. KLOOS & ZONEN'S WERKSPLAATSEN NV, Kinderdijk, LUBBERS'S CONSTRUCTIEWERKPLAATS & MACHINEFABRIEK "HOLLANDIA" NV, Krimpen, IJssel (see No 363), DE VRIES ROBBE & CO NV, Gorinchem (capital recently increased to Fl 50 million), NV PLETTERIJ v/h L.J. ENTHOVEN & CIE, Delft (see No 352) CONSTRUCTIEWERKPLAATSEN & MACHINEFABRIEK BRAAT NV, Rotterdam. 5) NV PHILIPS GLOEILAMPENFABRIEKEN, Eindhoven (1.1% - see No 366). 6) several electrical firms holding a total of 2.2%: HOLEC NV, Hengelo (see No 293); DRAKA-NV HOLLANDSCHE DRAAD- & KABELFABRIEK, Amsterdam (controlled by N.K.F. NED. KABELFABRIEKEN NV, Delft which owns the newly formed DRAKA-PLASTICS-FOLLEN GmbH, Wuppertal - capital DM 20,000), NV ROTTERDAMSCHE ELECTRICITEITS MIJ. v/h H. CROON & CO, Rotterdam (see No 260), VAN RIETSCHOTEN & HOUWENS NV, Rotterdam (see No 365) and the Rotterdam holding company A. DE HOOP NV which belongs to the Rotterdam shipping concern VAN NIEVELT GOUDRIAAN & CO'S STOOMVART-MIJ NV and which controls DE HOOP, Diemen and Uithoorn and HOUDSTERMIJ. CONTROLMATIC NV, Rotterdam with its subsidiaries CONTROLMATIC HOLLAND NV, Rotterdam and CONTROLMATIC GES. FUER INDUSTRIE-AUTOMATION mbH, Frankfurt. 7) several banks and insurance companies holding a total of 1.1%: ALG. BANK NEDERLAND NV (see No 360), AMSTERDAM-ROTTERDAM BANK NV (see No 378), MEES & HOPE, Rotterdam and Amsterdam (see No 372), LANGEVELDT'S ASSURANTIE MIJ. NV, Amsterdam.

\*\* In July of this year it was decided (see No 372) that a joint subsidiary for oil prospecting should be formed by eight German companies. This will be set up in Düsseldorf, will be called DEMINEX-DEUTSCHE MINERALOEL-EXPLORATIONSGESELLSCHAFT mbH and will work entirely overseas. The founder companies are C. DEILMANN BERGBAU. GmbH, Bentheim, DEUTSCHE SCHACHTBAU & TIEFBOHR GmbH, Lingen, G.B.A.G. GELSENKIRCHENER BERGWERKS AG, Essen, PREUSSAG AG, Hanover, SAARBERGWERKE AG, Sarrebrück, SCHOLVEN-CHEMIE AG, Gelsenkirchen-Buer, UNION RHEINISCHE BRAUNKOHLN KRAFTSTOFF AG, Wesseling and WINTERSHALL AG, Celle.

\*\* The formation, under the aegis of the local authorities of STE D'ETUDES D'UN PORT PETROLIER RELAIS EN EAU PROFONDE-SEPREL in Paris is now complete (see No 377). This is a civil company and is to study adaptation of French oil supply methods to the new conditions created by the use of super tankers. Its Ff 30,000 capital is shared equally by CFP-CIE FRANCAISE DES PETROLES SA, UGP-UNION GENERALE DES PETROLES SA and ANTAR-PETROLES DE L'ATLANTIQUE SA.

At a later stage the French subsidiaries of three foreign groups may also take interests: those concerned would be STE FRANCAISE DES PETROLES BP SA, Courbevoie, Hauts-de-Seine (of the BRITISH PETROLEUM CO LTD group - see No 378), PURFINA TRANSPORTS SA, Paris (of the PETROFINA SA, Brussels group - see No 379) and ESSO STANDARD SAF, Courbevoie (of the STANDARD OIL CO OF NEW JERSEY group - see No 378).

\*\* The West German sales network of ESSO AG, Hamburg (see No 371), a member of the New York group STANDARD OIL CO OF NEW JERSEY has been increased with the formation of a new 98% subsidiary, MINERALOELVERTRIEB CHIEMGAU GmbH, Traunstein (capital DM 50,000 - managers Messrs H. Hlawacek and H. Vespermann). In July of this year, ESSO AG formed a similar company at Bocholt called GUNTHER RAPPERS MINERAL-OELVERTRIEB GmbH.

PLASTICS
----------

\*\* ILLINOIS TOOL WORKS INC, Chicago (see No 276) and THOMASSEN & DRIJVER, VERBLIFA NV, Deventer (see No 341) have made an agreement to cooperate and form two joint subsidiaries for processing plastics, one in the Netherlands at Deventer, and the other in Hamburg.

The Dutch firm's existing interests are in Belgium, with SOBEMI SA - STE BELGE D'EMBALLAGES METALLIQUES, Brussels; SHORKO-THOMASSEN & DRIJVER SA, Bornhem, Antwerp, and INTERNATIONAL MACHINERY CORP SA, St-Niklaas, Waas; in Italy, with SUPERBOX SpA, Milan, and in France, with EUROPEMBALLAGE SA, Paris. The American firm is well established in West Germany, with three wholly-owned subsidiaries: AMBERT THODE & CO GmbH, Hamburg, ITW HENTZEN GmbH, Remscheid (formerly WALTHER HENTZEN & CO) and ITW MASCHINEN GmbH, Frankfurt. Its other European interests are in Paris (ITW DE FRANCE Sarl) and Britain (ITW LTD, Slough, Bucks).

\*\* DEUTSCHE-LINOLEUM WERKE AG, Bietigheim, Württemberg (see No 346) has doubled the capital of its subsidiary DLW ITALIA SpA, Milan formed in January 1965 (capital Lire 4 million) to facilitate expansion.

The German group (capital DM 45 million) is one of Germany's major producers of floor, wall and table coverings (such as linoleum, Stragula, Stravinyl, Delifeex, Deliplast, Deliplau, Plastino, etc) in plastic, textiles, cardboard and compounds lined with felt and cork. It has a sales subsidiary in Paris, DLW-FRANCE SA (capital Ff 200,000) formerly BATISCO SA (president Herr Walter Schaechterle of Stuttgart, one of the group's own directors).

\*\* SAMUEL MOORE & CO, Mantua, Ohio (best known for its plastic flex, tubes and linkages for control equipment) has formed a wholly-owned subsidiary at St-Gilles, Brussels. The latter is called SAMUEL MOORE EUROPE SA (capital Bf 100,000), and has Mr Frank Olton as president.

The American company has a large network of agents on the continent, including AUXITROL-MATERIEL & AUXILIAIRES DE SIGNALISATION & DE CONTROLE POUR L'AUTOMATION SA, Courbevoie, Hauts-de-Seine (see No 367) MODERNO TECNICA, Milan, and HANS BENKE GmbH & CO KG, Hamburg.

#### PRINTING & PUBLISHING

\*\* After forming SERVIZIO ACQUISTI-EINKAUFBERATUNG-SERVICES ACHATS Sas, Milan in April 1966 (capital Lire 1 million) to sell plumbing and hardware equipment (manager Sig M.V. Craveri), ANLAGEN IMMOBILIEN- & HANDELS-ANSTALT, Schaan, Liechtenstein has formed another Italian firm CASTRO & SLAVIERO EDITORI DI FERDINANDO CASTRO & CO Sas, Milan. This concern has a capital of Lire 10 million and is headed by Sig F. Castro. It will publish and distribute books, journals, periodicals and publications of all kinds.

#### SHIPBUILDING

\*\* NV SCHEEPSWERK "DE DONGE" v/h FA. D.P. VAN SUIJLEKOM & ZOON, Raamsdenkveer which was formed recently in the Netherlands (capital Fl 100,000) will be concerned with shipbuilding and repairs and the sale of components and accessories for the shipbuilding and engineering industries. It is owned 90% by Mr P.C. Bons, a ship-building expert from Hardinxveld and 10% by Mr L. Bons, a marine and civil engineer in Sliedrecht.

#### TEXTILES

\*\* Under a merger negotiated over a year ago (see No 304) of the industrial and commercial activities of three Dutch textile firms specialising in fabrics for the clothing industry, woollen coverings and synthetic fibres, a firm has now been formed in Tilburg: NEDERLANDSE TEXTIEL COMBINATIE NV (capital Fl 10 millions).

The parent companies, which have now become investment companies, are:

- 1) NV WOLLENSTOFFENFABRIEK THOMAS DE BEER (approximately 14%) and its subsidiaries LENSTOFFENFABRIEK M. AELEN NV (about 23%) and HELMONDSCHER WOLLENSTOFFEN MIJ NV (about 5%); the latter was formed in 1963 by the HATEMA group of Helmond (see No 257) which in turn was formed by DE WIT'S TEXTIEL NIJVERHEID NV, Helmond and HELMONDSCHER TEXTIEL MIJ NV (renamed VERKOOPMIJ VAN HATEMA-PRODUKTEN NV in 1965);
- 2) W. BRANDS & ZONEN NV (around 22%) ; and
- 3) PESSERS VAN ZUILEN NV (around 26%) which has had a distribution subsidiary PESSERS VAN ZUILEN VERTRIEBS GmbH in Frankfurt since a few months ago (see No 347).

\*\* The Dutch company NV HOLLANDSCHE WOLVEVERIJ & VERVERIJ v/h F. W. HULSHOFF POL & CO, Hengelo (see No 270), the control of which has passed from NV KON. NED. FABRIEK VAN WOLLEN DEKENS v/h J. C. ZAALBERG & ZOON, Leiden, to HOLLANDSCHE TAPIJTINDUSTRIE NV, Alkmaar, has formed a subsidiary at Hengelo. The new firm is called NV PLINTAL (capital Fl 1.5 million) and is headed by the engineer M. Siert Richte Dallinga: it is to make wools (both pure and blended) and fabrics.

TRADE
-------

\*\* A sister firm of "MONDIAL FRANCE" SA - which has just doubled its capital to Ff 2 million, and which is based in Paris on the premises of C. & A. FRANCE SA (see No 363) - has just been formed in Milan: SpA MONDIAL ITALIANA (capital Lire 100 million). It will deal mainly in exports of fabrics, clothes, leather goods, perfumery, gifts, jewellery, etc. The president of the new firm is Mr. Heinrich Alphonsus Brenninkmeijer, a Dutchman resident in Heidelberg, Germany. The company is a 99% subsidiary of UNICENA NV, Amsterdam, (see No 397), one of the holding companies of the department store and ready-mades group, NV ALG CONFECTIE-HANDEL VAN C. & A. BRENNINKMEIJER, Amsterdam. The remainder of the capital is owned by another holding company SURREY BEHEER MIJ NV, Amsterdam (which controls the investment company BELUNION SA, recently formed in Luxembourg - see No 378).

C. & A. has several Common Market subsidiaries, including, in addition to the one in Paris, C. & A. BRENNINKMEIJER GmbH, Düsseldorf (with branches and stores in Berlin and all the main German towns).

\*\* Co-operation between the BANQUE DE PARIS & DES PAYS BAS SA (see No 380) and the ANGLO-AMERICAN CORP OF SOUTH AFRICA LTD, Johannesburg, has been extended: both have bought shares in the recently-formed import-export company MUNDIALIMEX FRANCE SA, Paris (see No 373). This was formed as an administrative company by CIE DELMAS-VIELJEUX SA, La Rochelle, Charente Maritime (see No 374) and the Johannesburg trading company IMEX (PTY) LTD (see No 378) belonging to the Anglo-American Corp. The new company (capital doubled to Ff 400,000) will help to increase commercial exchanges between France and South Africa (mainly capital and consumer goods). The necessary financial backing to the move will be arranged under agreements signed between the Banque de Paris and UNION ACCEPTANCES LTD, a specialised subsidiary of the South African group. The two groups have already jointly formed CIE HOLDING-FRANCO-SUD-AFRICAINE SA, Luxembourg (see No 346) and CIE FINANCIERE EURAFRICAINE SA, Paris (see No 350).

IMEX ITALIANA SpA, Milan, a similar company to Mundialimex France, was formed shortly after the French company (see No 378). The Rome financial group INDUFINANCIA INDUSTRIALE FINANZIARIA SpA, holds a 49% interest in the Milan concern.

TRANSPORT
-----------

\*\* The Swiss holding company ROI SHAW CO AG, Zug (formed in January 1966 with Sf 50,000 capital) has taken a 50% interest in forming RAMP ENGINEERING NEDERLAND NV, Amsterdam (capital Fl 50,000) as an all-services transport agency. The balance of the share capital was put up 50-50 by two Dutch engineers, Messrs. H. Brouwer and T. Tukker.

VARIOUS
---------

\*\* One of the largest American toy manufacturers, MATTEL INC., Hawthorne, California, which is best known for its "Barbie" dolls, is about to supply the Common Market through a manufacturing and sales subsidiary, to be set up at Babenhausen, Frankfurt in West Germany.

In January 1964 (see No 240) the American company formed MATTEL SA at Fribourg in Switzerland (capital Sf 100,000), and has a French distributor: LES JOUETS RATIONNELS SA, Paris. In 1965 its turnover exceeded \$100 million (with 3,500 employees). Elsewhere abroad, it has a wholly-owned manufacturing subsidiary in Toronto, Ontario: MATTEL CANADA LTD, and since 1965 it has held a 70% interest in MATTEL MARDEN LTD, Hong Kong. The latter is directed by Mr. T. S. Loh, who holds almost all the capital of two other local subsidiaries, HONG-KONG INDUSTRIAL CO and PRECISION MOULDS LTD: its other shareholders are WHELOCK MARDEN & CO LTD, Hong Kong and METAL INDUSTRIES CORP LTD.

\*\* SALAMANDER AG, Kornwestheim, (footwear), in order to implement the sales drive it is about to launch in Belgium, has had one of its French subsidiaries, SALAMANDER FRANCE SA, Paris (capital raised to Ff'3.2 million at the end of 1965) open a Brussels branch under the direction of M. Andre Verduyn.

The group has two other French manufacturing subsidiaries, SALAMANDER ALSACE-LORRAINE Sarl, Miedermmodern, Bas Rhin, and ETS PAUL ARNOUX SA, Romans, Drome (see No 357). In Italy it has SALAMANDER ITALIANA SpA, Vigevano, Milan; in Austria AETERNA SCHUHFABRIKS AG, Vienna, and CARINTHIA-MELVO LEDERFASER-WERKSTOFFE GmbH, Villach; and in Switzerland LEDER & SCHUH AG, Zurich.

\*\* UNITED SHOE MACHINERY CORP., Boston (machinery and equipment for the leather and footwear industries - see No 351) which already has two Dutch subsidiaries, VER SCHOENMACHINE MIJ. NV.-VSM, Den Bosch (see No 339) and BOSTICK NV, Dordrecht has taken a 33.3% interest in NEDERLANDSE VEZELINDUSTRIE VEZELLO NV, Waalwijk, a leather and footwear firm. The latter was until now the joint subsidiary of BINNENLANDSCHE BELEGGINGSCOMPAGNIE NV, Amsterdam (a holding of the AMSTERDAMSE LEDER MIJ NV, Oisterwijk - see No 357) and the finance company AMSTELLAND BELEGGING MIJ NV (see No 256) whose interests have been reduced to 33.3% each.

The American company recently formed a 95% Zurich subsidiary BOSTICK GmbH (capital Sf 20,000) to manufacture, process and market chemical products and the equipment necessary for their use. Its other interests within the Six are BOSTIK FRANCE SA (formerly CIE DE PRODUITS CHIMIQUES BOSTON SA) Montmagny, Val d'Oise and UNITED SHOE MACHINERY CO DE FRANCE SA, Paris, both in France; in West Germany, BOSTIK GmbH (formerly BOSTIK BLACKING CO GmbH, and MASCHINENFABRIK TURNER AG, both at Oberursel, Taunus; UNITED SHOE MACHINERY CO D'ITALIA SpA, Bollate, Milan, Italy; in Belgium UNITED SHOE MACHINERY CO SA, Anderlecht-Brussels, and UNION DE MAQUINARIA PARA EL CALZADO SA, Barcelona.

Amsterdamse Leder has been controlled since the beginning of 1966 by the Amsterdam investment company HAGEMEIJER & CO'S HANDELMIJ NV, (see No 292) and has numerous interests in similar firms in the Netherlands and abroad.

\*\* NUCLEAR CHICAGO CORP, Des Moines, Illinois, has now formed NUCLEAR CHICAGO (DEUTSCHLAND) GmbH (capital DM 20,000) in Frankfurt (see No 381). The new company is managed by the lawyers MM H. Rasner and Herr Schwieger, who directs the Dutch financial subsidiary of the group (formed in 1962), NUCLEAR CHICAGO EUROPA NV, Amsterdam.

The American firm, which in December 1964 planned to merge with the Chicago pharmaceuticals group ABBOTT LABORATOIRES (see No 341) has an agent in Britain, CONTINENTAL DISTRIBUTORS LTD, London, and one in Spain, ONUBA SA, Madrid.

\*\* M. Vic Coucke, Antwerp, has been appointed director of the newly-opened Brussels branch of the printing company PUBLICATIONS PHOTO-CINEMA PAUL MONTEL SA, Paris. This firm has a capital of Ff 120,000, almost entirely controlled by MM Pierre and Roger Montel.



November 10, 1966

INDEX OF MAIN COMPANIES NAMED

Aanemingsmij Voor Werken Buitengaats	O	Delmas-Vieljeux	R
A.I.C.C., Milan	N	Deutsche Linoleum Werke	P
Air Reduction	L	Deutsche Schachtbau	O
Akkerman, R.M.	L	DMS, Paris	M
Algemene Bank Nederland	O	Dok & Scheepsbouwmij	O
Algoramik Elementbau	F	de Donge, Scheepswerf	Q
Amsterdam-Rotterdam Bank	O	Draka	O
Anglo-American Corp of South Africa	R	Dubonnet-Cinzano-Byrrh	M
Anlagen Immobilien, Schaan	Q		
Antar	P	Elciv, Milan	H
Arboroute	E	English Electric	I
		Enthoven & Cie	O
Banque de Paris et des Pays-Bas	R	Esso AG	P
Bariclem	G		
Bayerische Staatsbank	M	Foxboro	J
Bayerische Vereinsbank	M		
Beaurain, Rene	L	G.B.A.G.	O
de Beer, Thomas	Q	G.E.G., Hamburg	N
Berliner Handelsges	J	General Instrument	H
Birra Wuehrer	D	Generale Co-operative, Brussels	N
B.M.W., Munich	E	Gerbaug, Anc. Maison	M
The Borden Co	G	Geveor, Vins Selectionnes	M
Braat	O	Van der Giessen-de Noord	O
Brands & Zonen	Q	Grasso	J
Brau AG	M		
British Petroleum	P	Haacke Algestadt	F
Buerckhardt	L	Hall-Thermotank	I
		Hardenberg	K
C. & A. (Brennkneijer)	R	H. C. W., Leyden	O
Caves Sequanaises	M	Helsingborgs Fryshus	G
C.F.A.O., Paris	M	Heraeus	H
C.F.P.	P	Holes	O
Cincinnati Milling Machine	J	de Hoop, A.	O
Collets Dickenson Pearce	D	Houdstermij Controlmatic	O
Conrad & Stork	K	Hulshoff Pol	R
Co-op Nederland	N		
Co-operative de Consommation	N	I.H.C., The Hague	K
Coriolanus, Basle	G	Illinois Tool Works	P
Cotelle & Foucher	F		
Cousineau & Meyer	J	Kemper & Van Twist	I
		Kloos & Zonen	O
DAF, Van Doorne's	E		
Daimler-Benz	D	Langeveldt's Assurantie	O
Datwyler Holding	F	Limbourg, Staatsmijnen	E
Deilmann, C.	O	Lubbers	O
Delhaize Freres	N		

November 10, 1966

			V
Magnat	M	van Schaik	E
Mattel Inc.	S	Scheepsbouwbelangen	O
Maybach	D	de Schelde	O
Mees & Hope	O	Schneider	I
Memorex	H	Scholven-Chemic	O
Mondial France	R	Seprel	P
Montel, Paul	T	S.F.A.C.-Creusot	I
Moore, Samuel	Q	S.H.V., Utrecht	E
M.S.O., Offenbach	J	Slavenburg's Bank	L
Mundialimex	R	Sluders, A.F.	O
		Smit, P, Maschinenfabriek	O
Neyrpic	I	Smit's Scheepswerven	O
Nicolas	N	Smith, Geo. J., Advertising	D
van Nievelt Goudriaan	O	South Africa, Netherlands Bank of	L
Nippon Gakki	I	Standard Oil of New Jersey	P
Nuclear Chicago	T	Stein & Roubaix	K
Patou, Jean	G	Testanera	G
Peche & Froid	L	Thomassen & Drijver	P
Pessers Van Zuilen	Q	Trane Co	K
Petrofina	P	von Tucher'sche, Freiherrlich	M
Philips Gloeilampenfabrieken	O		
Pirelli	H	U.G.P.	P
Postillon, Vins du	M	Unicena, Amsterdam	R
Preussag	O	Union Acceptances	R
Primistere	N	Union Rheinisch Braunkohlen	O
Procter & Gamble	F	United Shoe Machinery	S
Quandt	G	Varta	G
		Vezello	S
Ramtite Co-Europ	K	Vins de France	M
Reemtsma	M	Vissers, H.	I
Residentie Assurantie	N	Vlisbo	E
Revis Holding	D	V.M.F.	O
van Rietschoten & Houwens	O	Volkswagen	D
Robin-Nodwell, Calgary	I	de Vries Robbe	O
Rochers, Vins des	M		
Rohrbach, Bernd	D	Waddel & Reed	L
Roi Shaw, Zug	R	Wilton-Fijenoord	O
Rotterdamsche Droogdok	O	Wintershall	O
Rotterdamsche Electriciteits	O	Worms & Cie	E
Royal Dutch Shell	E		
Ruston & Hornsby	I	Yamaha	I
Saarbergwerke	O	Zeven Provinciën	N
Salamander AG	S		

